

REVISED

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant DANIEL J. EDELMAN, INC. 1730 Pennsylvania Avenue, N.W. Suite 460/ W.D.C. 20006		2. Registration No. 3634
3. Name of foreign principal Hakuhodo, Inc.	4. Principal address of foreign principal 3-22 Kanda-Nashikicho, Chiyora-Chu/Tokyo, 101, Japan	
5. Indicate whether your foreign principal is one of the following type: <input type="checkbox"/> Foreign government <input type="checkbox"/> Foreign political party <input checked="" type="checkbox"/> Foreign or <input type="checkbox"/> domestic organization: If either, check one of the following: <input type="checkbox"/> Partnership <input type="checkbox"/> Committee <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Voluntary group <input type="checkbox"/> Association <input type="checkbox"/> Other (specify) _____ <input type="checkbox"/> Individual—State his nationality _____		
6. If the foreign principal is a foreign government, state: a) Branch or agency represented by the registrant. N/A b) Name and title of official with whom registrant deals. N/A		
7. If the foreign principal is a foreign political party, state: a) Principal address N/A b) Name and title of official with whom the registrant deals. c) Principal aim		
8. If the foreign principal is not a foreign government or a foreign political party, a) State the nature of the business or activity of this foreign principal		

Public and Media Relations and Advertising Consulting Firm

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒

Controlled by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

Financed by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒

Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒

Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). *(If additional space is needed, a full insert page may be used.)*

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A

Name and Title

Signature

John H. Cook

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
DANIEL J. EDELMAN, INC.	HAKUHODO INCORPORATED TOSHIBA CORPORATION

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
 - ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
 - ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.
- Public Relations Counseling on a Day-to-Day Basis;
 - Government Relations;
 - Media Relations;
 - Monitoring of Related Congressional Legislation.

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

1. Public Relations Counseling on a Day-to-Day Basis;
2. Government Relations; Develop Dialogue with Congressional and Agency Contacts;
3. Media Relations; Monitor Articles, Editorials and TV Commentary;
4. Congressional Legislation; Monitor Pending Legislation, Congressional Record. Survey House and Senate Committee Members and Staff.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Seek to educate Congressional Members ~~as to Toshiba~~⁸³⁻
as to Toshiba Machine Company's subsidiary and independent
status separate status from Toshiba Corporation.

Date of Exhibit B

6/10/87

Name and Title

Stephen K. Cook, EVP

Signature

Stephen K. Cook

¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of the government of a foreign country or a foreign political party.

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HAKUHODO INCORPORATED

Head Office

3-22, Kanda-Nishikicho, Chiyoda-ku, Tokyo 101, Japan. Tlx: 2226264 or 2224918 (HAKUHO J) Cable: HAKUHODOINTER TOKYO

Marunouchi Office

Tokyo Bldg. 2-7-3, Marunouchi, Chiyoda-ku, Tokyo 100, Japan. Tlx: 2225111 (HAKUTO J)

Osaka Office

Shin-Asahi Bldg., 2-3-18, Nakanoshima, Kita-ku, Osaka 530, Japan. Tlx: 5224878 (OSHAKU J) Cable: ADHIRO OSAKA

PR Division

Kyodo Bldg. 2, 2-chome, Kanda-Jinbocho, Chiyoda-ku, Tokyo, 101, Japan.
Tlx: 2225111 (HAKUTO J) Fax: (03) 237-5848

June 1, 1987

To: Mr. Steve Cook and Mr. David Cordova, EDELMAN DC
cc: Mr. Michael Morley, DJE INTL NY
Ms Hiromi Marumo, HAKUHODO DC

Fr: R. Kurashige, Y. Hirabayashi, T. Murakami, HAKUHODO TKO

Re: TOSHIBA

Had a meeting with Toshiba executives of Public Communications Office in this morning (June 1st Japan time) and got an approval of Edelman's Washington DC monitoring services for Toshiba. Toshiba executives, Mr. Yano and Mr. Wakayama, well appreciated your quick response and your work. Especially, Mr. Yano told that he recognized DJE ability and expected a good result from your services.

Followings are the details of Toshiba comments of your renewal proposal.

1. This project is valid on June 1st and should be implemented by daily basis for a six week period.
2. When you report anything to us, ~~please put any background information of Washington DC.~~ Because it is hard to judge it if reported information/news would be critical or important to Toshiba. We cannot infer correctly with adequate information on Washington. In Japan, we have been flooded with all kinds of news from different news sources all over the world through media without knowing what it really means.
3. ~~Make it clear any information source.~~ Like; Is it a publicly announced? Is it a fact or your observation? Who gave it (if possible, name contracted personnel and their position in the DOD/Administration)? How much influence does he/she have on the matter and in the DOD/Administration? Is he/she for Toshiba or against? Where did you get information? By individual interview? Indicate from whom did you get? Press people, DOD personnel, the Administration personnel, and/or any specialists. Categorize your report and put your evaluation as an each report summary.

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4. Related subject on "Question #8" in your May 28th memo. Toshiba executives can't understand why USG (mainly DOD) put some restrictions against Toshiba Corporation (defined Toshiba Corporation as Toshiba in memo). Judging your report, USG confused to take both Toshiba Corporation and Toshiba Machine Co. as the same company.

So, it is for your reference how Toshiba differentiates with Toshiba Machine Co. It is just one of the consolidated companies of Toshiba. It is entirely an independent and self-managed company. They do business with their own responsibility. And Toshiba Corporation have nothing to do with the incident.

Toshiba executives required that they want to know the reasons of DOD actions against them and who is/are enforcing the actions. Also, it should be found out how and what the Administration would take actions in near future. Please inform us in a specific way. When? How? What makes them do so? Who will handle it? And what kind of actions they will take?

5. On the subject #7 C. in your May 28th memorandum. Mr. Yano of Toshiba wants to have your recommendations on occasional cases when the emergency happened. Because it is too late to take some actions receiving your recommendation after six weeks.

=IMMEDIATELY ACTION REQUIRED FOLLOWING SUBJECTS=

1. ~~Article in the June 8th issue of "US-NEWS-&WORLD REPORT".~~

~~It says as a comment of DOD personnel, "US Airforce cancelled to buy 90,000 micro-computers from Toshiba. It is estimated \$100million contract."~~

~~- Please find out the news source and its reliability. Send its copy by telefax June 2 (Japan time). Also we will get the issue as soon as on a bookstore here.~~

2. ~~News by Financial Times Service on 5/29th or 30th.~~

~~This news appeared in the Japan Times (English newspapers) of May 31st. It says, "The US Army has canceled an important agreement to buy guided missile technology from Toshiba Corporation. The agreement, one of the first under a three-year-old pact allowing Japanese companies to transfer military technology to the US, is understood to have fallen foul of a scandal surrounding the sale by a subsidiary, Toshiba Machine, of sophisticated machine tool technology to the Soviet Union."~~

~~- Please find out its news source and reliability. Let us know any detail information and its background on it. Attached is a copy of the Japan Times. Mr. Wakayama of Toshiba suggested that this article might be about the "IMAGE HOMEYING". If you could, please let us know by June 2nd (Japan time).-~~

3. It is said that Soviet submarines improved its performance because Toshiba Machine exported highly advanced machinery to USSR. But by a book titled "World Warship" put articles which say USSR has been improving their submarines capability since the Walker espionage affair had happened in 1985. Though it says nothing about the incident of Toshiba Machine. Related report is in your May 31st memo.

Find out and let us know any related information of the Walker affair and possible reactions of the DOD/ Administration to this matter.

4. On subjects which in your May 31st memo.

We offered your memo to Toshiba as soon as we received. Mr. Wakayama well appreciated your effort for reporting in a short period of time. He questioned following items of your memo.

- 2nd paragraph: its background information; What does it infer?; What does it matters to Toshiba?
 - 3rd paragraph: its background information; Where did you get this information? From whom? (except Senate Minority Leader Dole); How did you get it? By interview or publicly disseminated materials?; How to infer the information?
 - 5th paragraph: What does it mean to Toshiba? In today's situation, the DOD prohibited Toshiba to join the SDI project. Does it imply Toshiba should offer something special for USG?
5. How the DOD/Administration take the Toshiba Machine incident in the overall defense strategy against USSR? Do they treat it just as the scapegoat against Japanese companies because of two nations' trade friction?
6. Your May 29th memo.
- Will you able to get a contact with each listed up person? Who is/are the best adequate guy to make a contac and let him to act for Toshiba? Who is/are the worst guy taking action against Toshiba?

Please send your report to Hakuhodo and Toshiba Communication Office directly by telefax as the confidential material. Toshiba telefax No. 03-456-4776. For Toshiba, it should say " PLEASE PASS THIS INFORMATION ON TO MR. WAKAYAMA AS SOON AS POSSIBLE."

If you have any question considering our telecopier, please ask us whenever and make it clear for reporting useful information. After proving Edelman DC and Hakhodo capability through this project, Toshiba might request us to extend our services. Thank you again your cooperation. Best regards.